MitrSarthi

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PEACEFUL BUSINESS GROWTH THROUGH TECHNOLOGY

Mitr Sarthi – A Smart ERP for Modern Manufacturers

A customized ERP system built to streamline your lead management, production, procurement, inventory, dispatch, billing, and reporting—designed specifically for manufacturers.

WELCOME

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About Us

At **Mitr Sarthi**, we understand the challenges manufacturers face when transitioning from sales to operations. Our system bridges this critical gap with an intelligent workflow that instantly converts a confirmed lead into a comprehensive Sales Order (SO).

No more redundant data entry or missed order specs—our software ensures all relevant details like customer information, product specifications, quantities, and delivery timelines flow seamlessly from the CRM module to operations. With **Mitr Sarthi**, manufacturers gain speed, accuracy, and full traceability, setting the foundation for a smooth production cycle.

Our goal is to empower sales and operations teams to work in sync, reduce errors, and save valuable time that can be invested in business growth.

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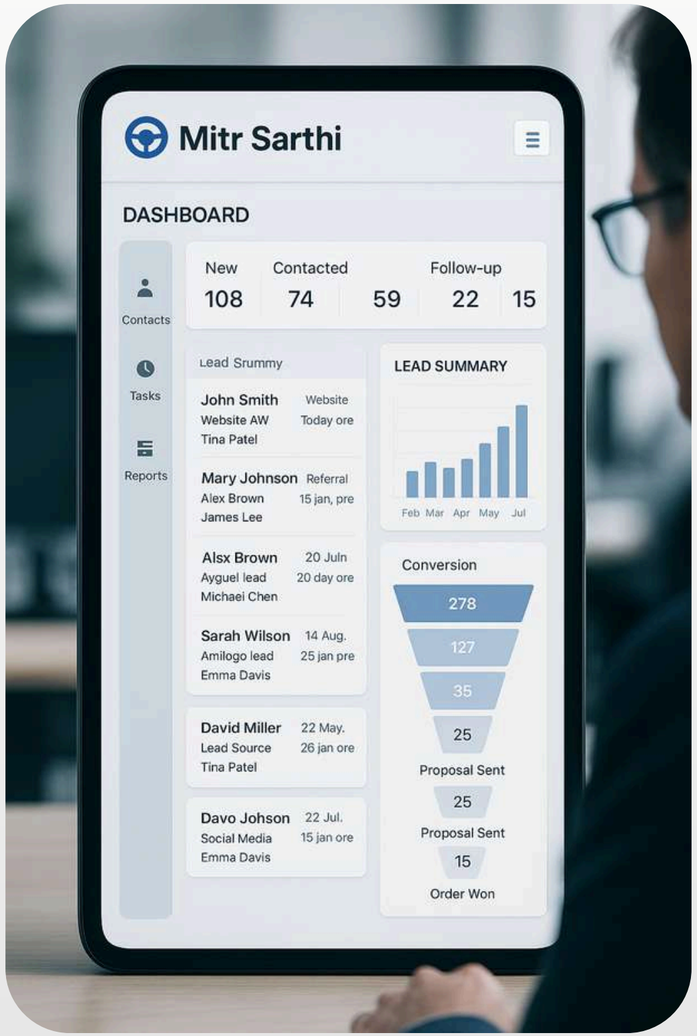
Lead Management CRM



PROBLEM

Sales teams often juggle **Excel sheets, WhatsApp messages, and verbal updates**—resulting in missed follow-ups, forgotten leads, and lost deals.

SOLUTION

- Centralized CRM to store all lead data
- Assign leads to team members
- Auto reminders for follow-up tasks
- Track source, status, and contact history

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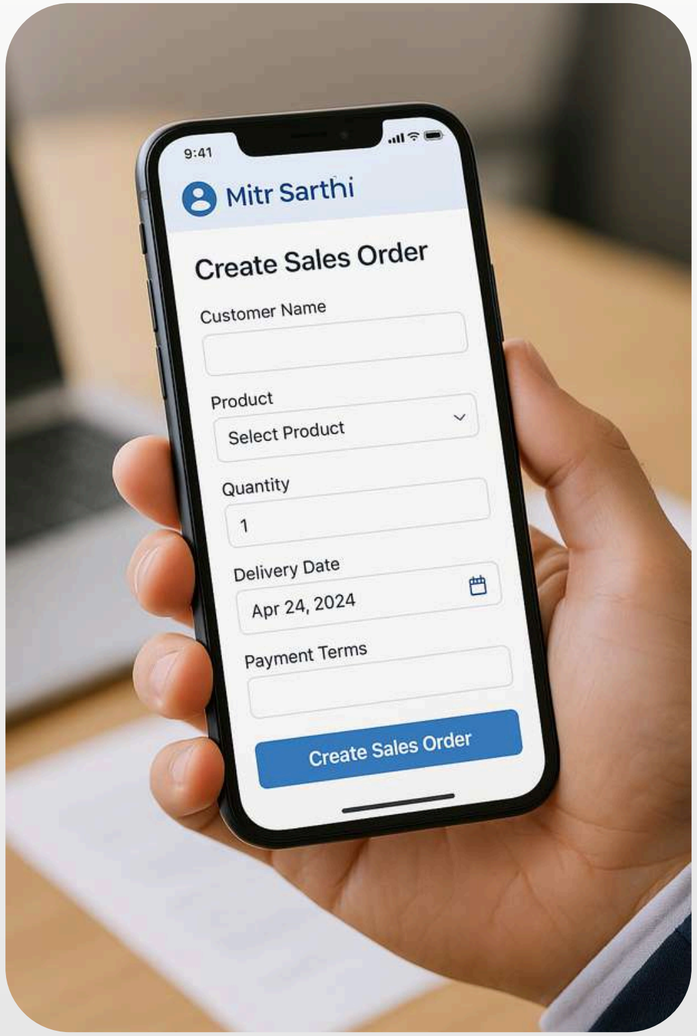
Manual Sales Order Headaches



PROBLEM

Sales Orders are created **manually, leading to duplication, delays, and missing information** during handover to operations.

SOLUTION

- Convert "Order Won" to Sales Order in one click
- Auto-fill with customer, item, and delivery info
- Eliminate data entry errors
- Speed up order processing

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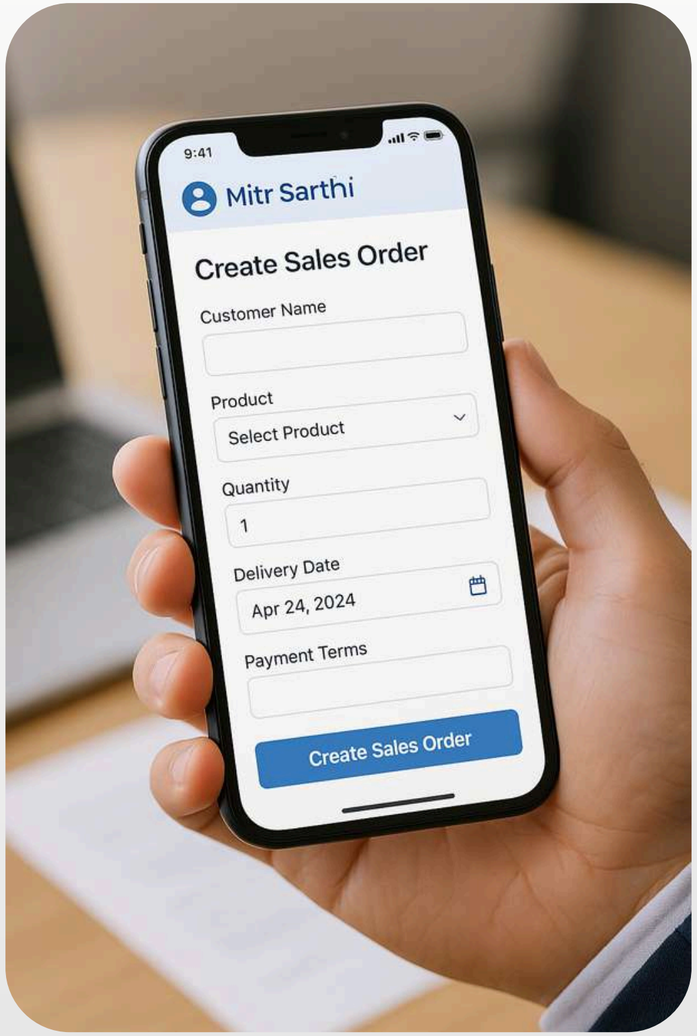
Disorganized Production Planning



PROBLEM

Lack of a clear plan results in bottlenecks, idle machines, and delayed deliveries.

SOLUTION

- Visual Gantt-style planning tools
- Assign departments and deadlines
- Identify dependencies and critical paths
- Alerts for delays and resource unavailability

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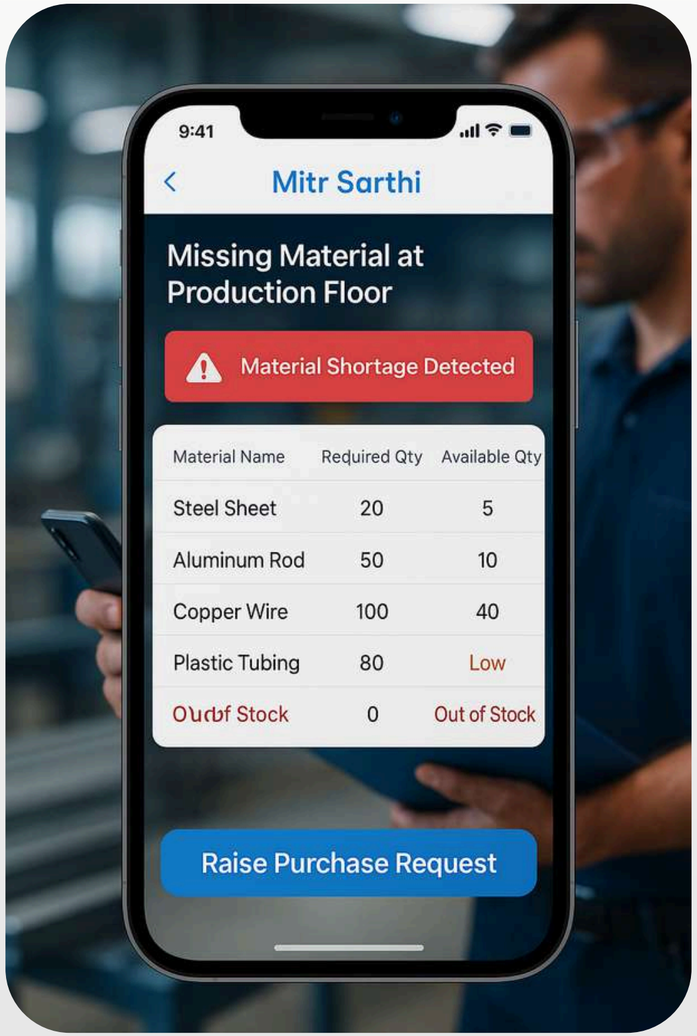
Missing Material at Production Floor



PROBLEM

Items required for production are found **missing** at the last moment, causing unexpected downtime.

SOLUTION

- Auto full-kitting check using BOM
- Highlight shortages before starting production
- Notify store/purchase for missing items
- Prevents production delays

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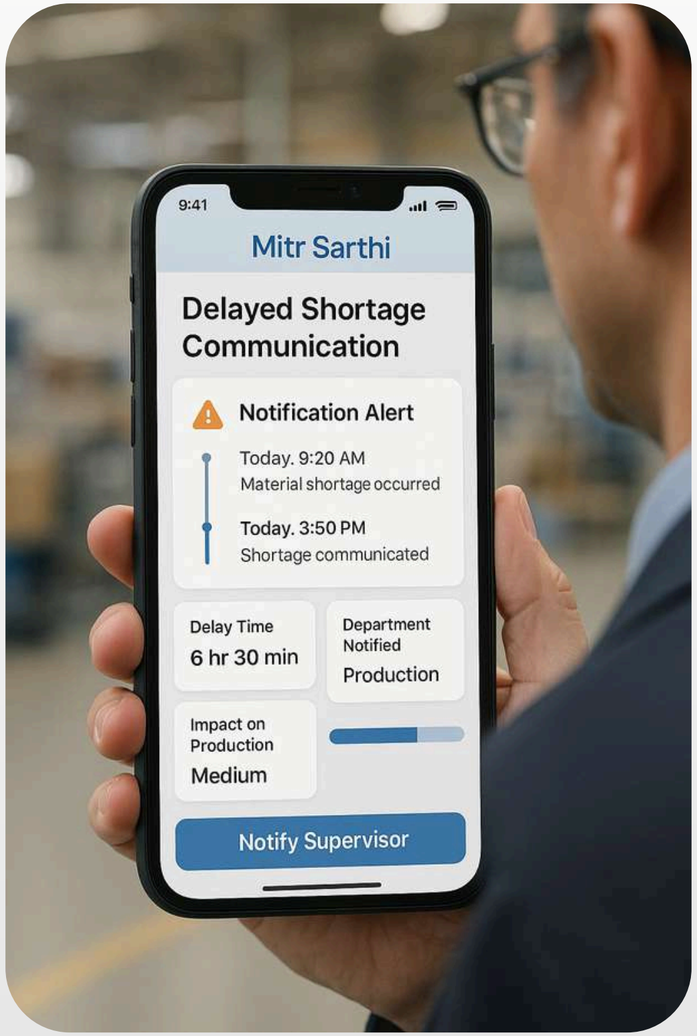
Delayed Shortage Communication



PROBLEM

Verbal communication or delayed emails between departments lead to urgent shortages going unnoticed.

SOLUTION

- Auto-generate PRs (Purchase Requests) for shortages
- Tag PRs with jobcard, priority, and timeline
- Real-time visibility for purchase team
- Improve speed and accuracy

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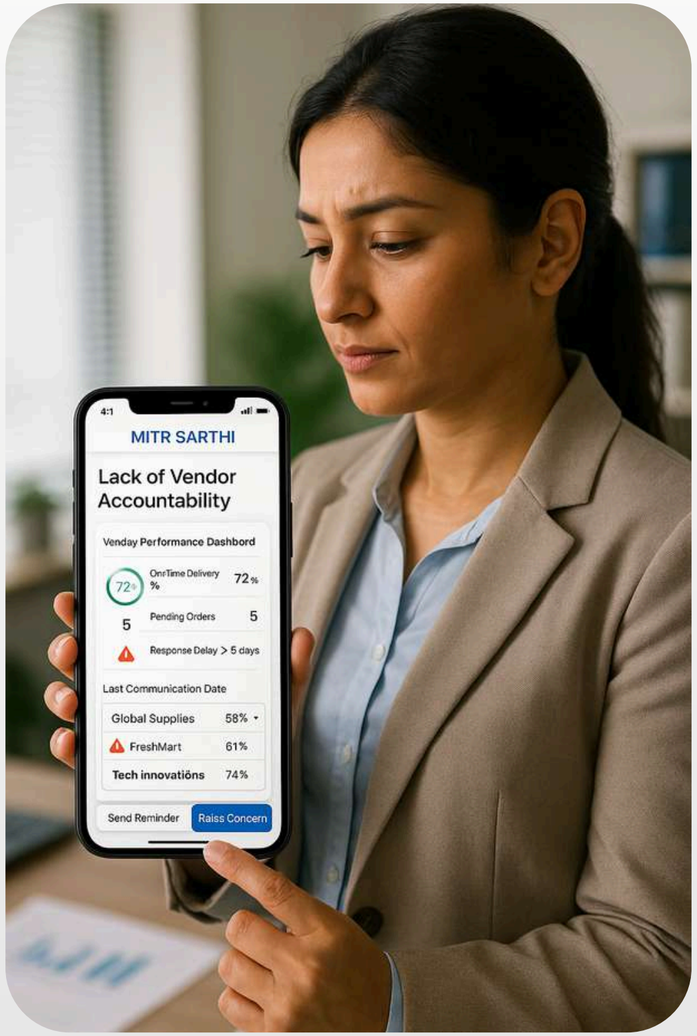
Lack of Vendor Accountability



PROBLEM

Vendors delay supplies and there's no **proper record of commitments or follow-ups.**

SOLUTION

- Assign vendor follow-up tasks
- Set reminders and escalation alerts
- Maintain logs of discussions and promises
- Track delivery status

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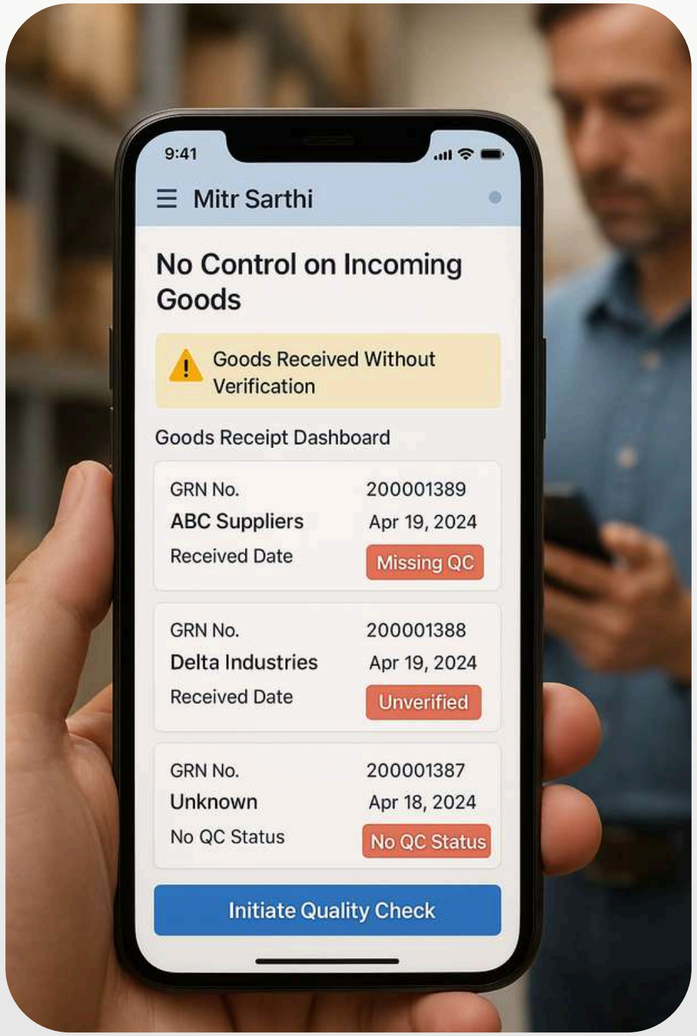
No Control on Incoming Goods



PROBLEM

Materials arrive without structured logging, leading to **mismatched inventory** and unverified entries.

SOLUTION

- Gate Entry linked to PR/PO
- Capture item, quantity, and source details
- Alert QC and inventory teams
- Real-time inventory update

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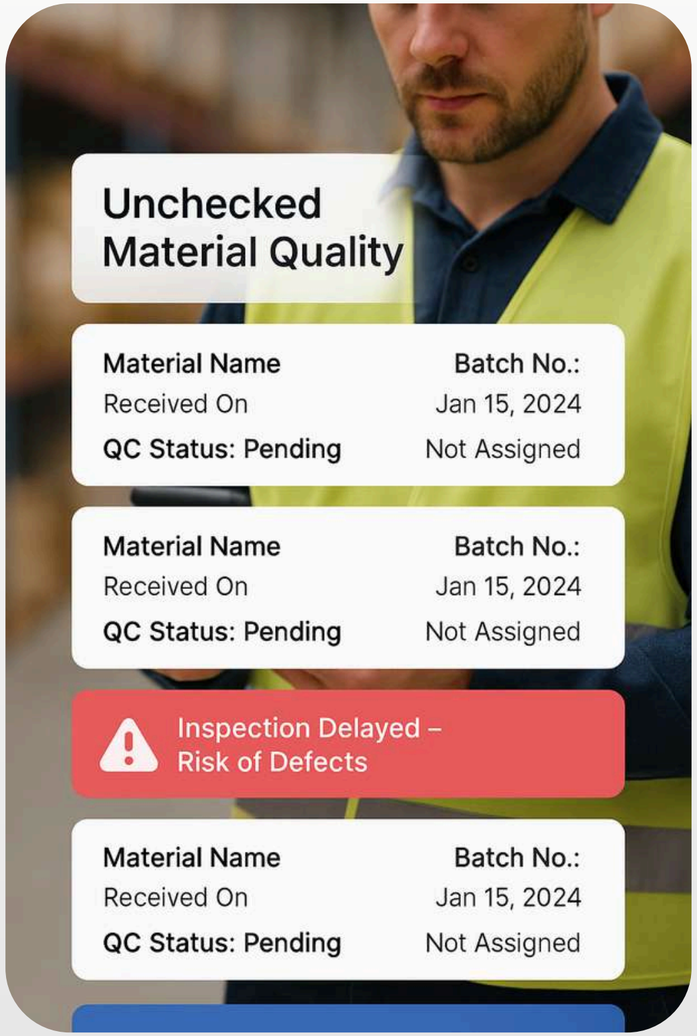
Unchecked Material Quality



PROBLEM

Skipped or **undocumented quality checks** allow defective goods to enter production.

SOLUTION

- Mandatory QC on all incoming items
- Log test results and upload QC reports
- Accept/Reject feature for store and QC team
- Block defective stock automatically

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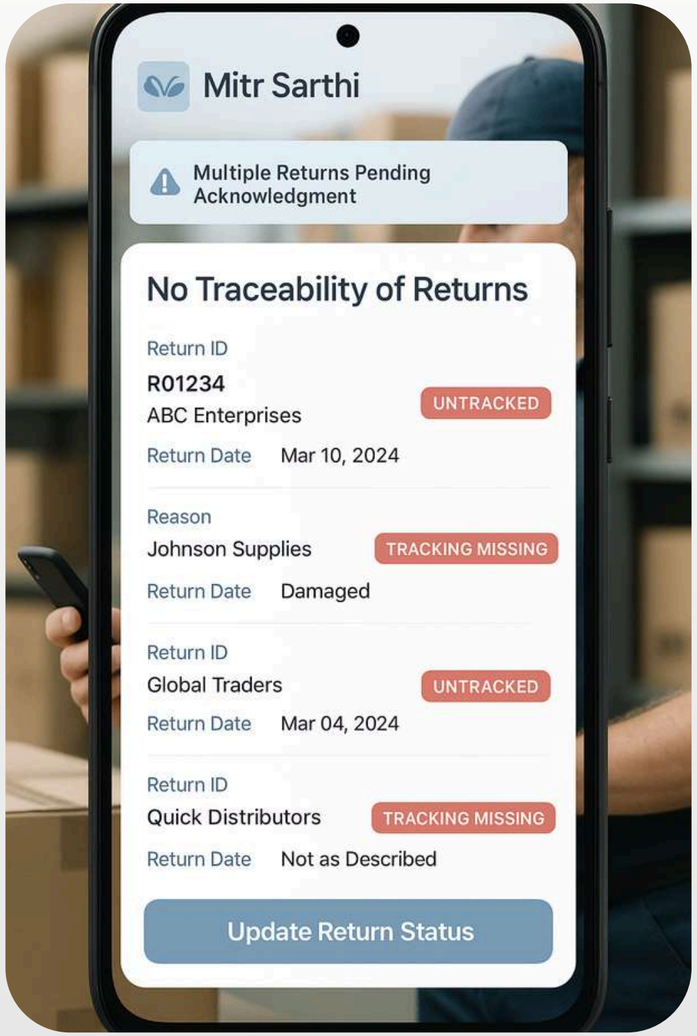
No Traceability of Returns



PROBLEM

Returned or rejected goods lack documentation, resulting in **confusion** and **loss in value recovery**.

SOLUTION

- Auto-generate RGP (Returnable Gate Pass)
- Record reasons, quantities, vendor details
- Generate Debit Note linked to PO
- Sync with finance for deductions

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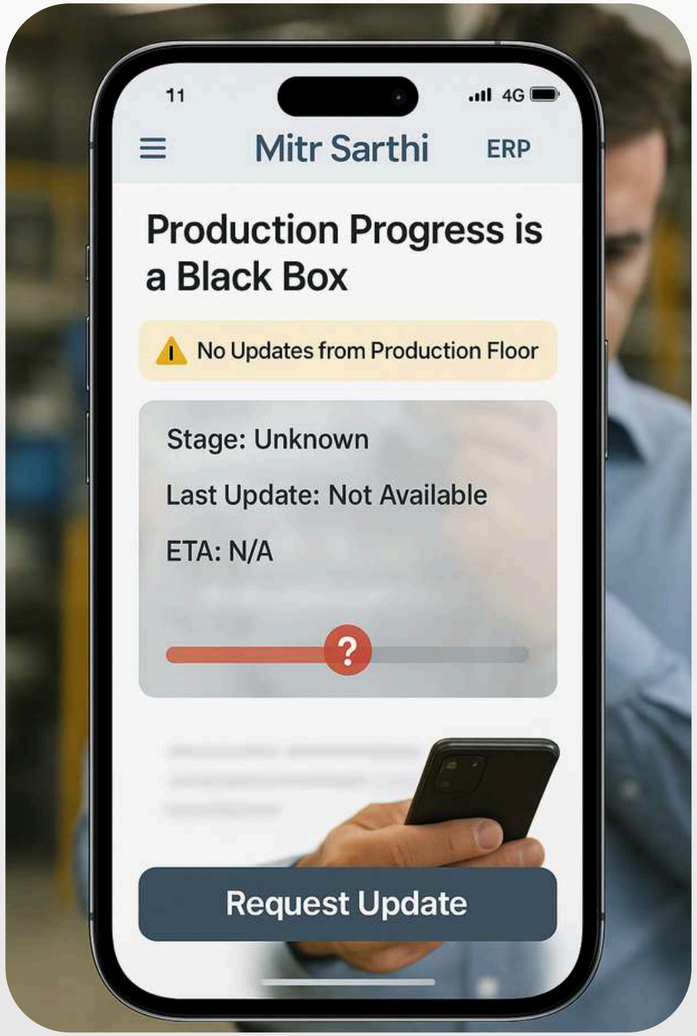
Production Progress is a Black Box



PROBLEM

Managers can't track what's happening in **production; job stages** are invisible.

SOLUTION

- Map each stage of jobcard lifecycle
- Departments log status and time
- Real-time dashboard for progress
- Detect bottlenecks instantly

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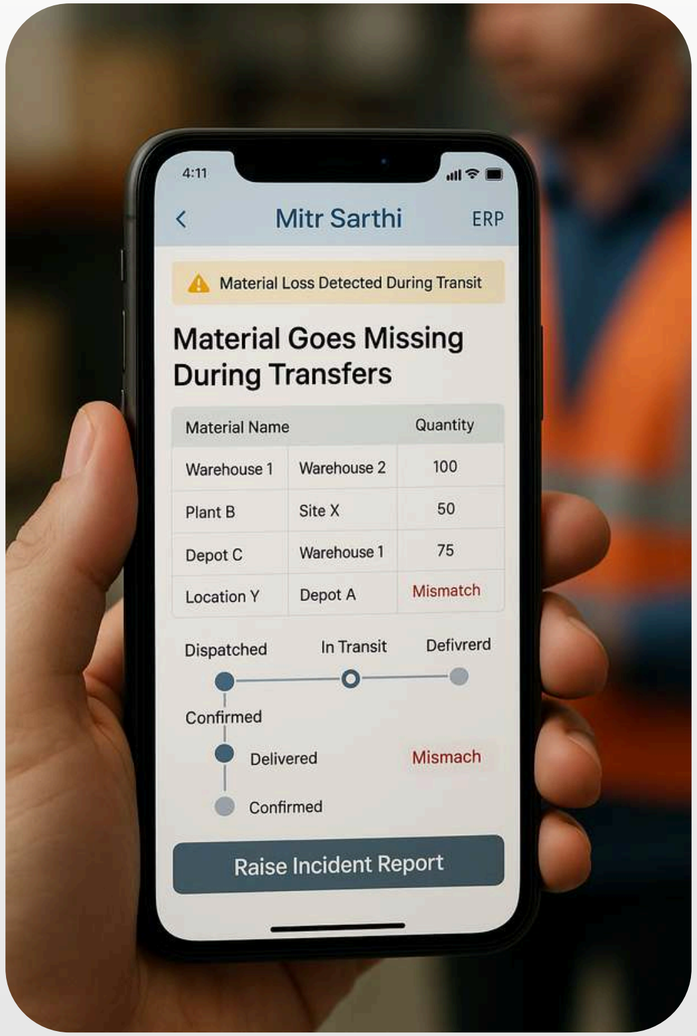
Material Goes Missing During Transfers



PROBLEM

Subcontracting or repair materials move without proper records, **leading to loss and disputes.**

SOLUTION

- Create challans for all outward/inward movement
- Link challans with jobcards
- Gate verification during entry/exit
- Full traceability ensured

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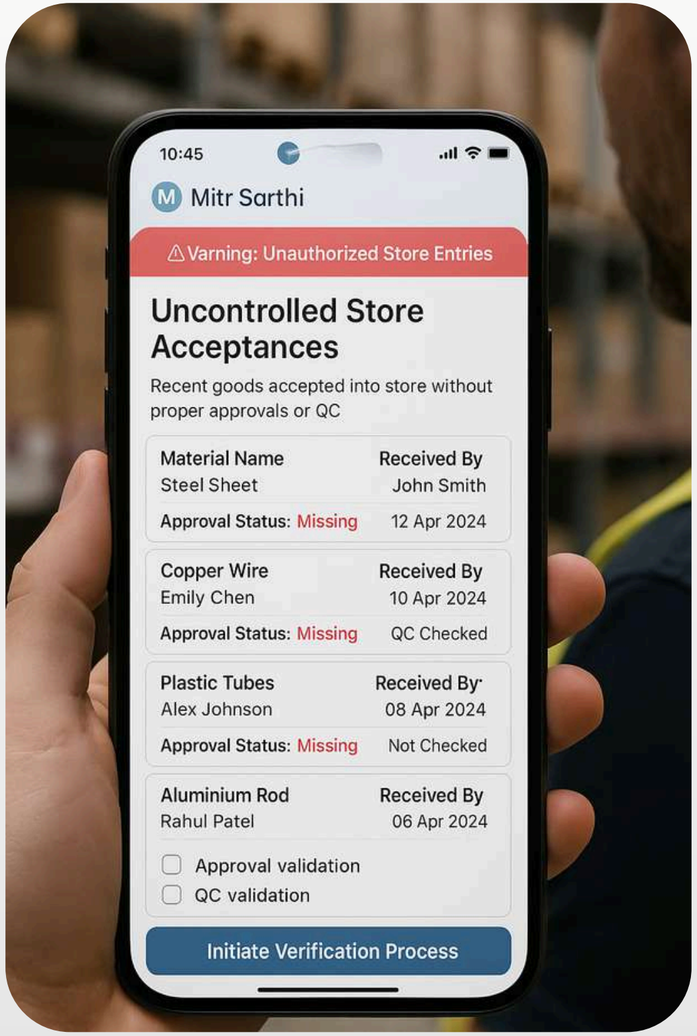
Uncontrolled Store Acceptances



PROBLEM

Store teams accept materials **without matching documents** or **QC status, causing errors**.

SOLUTION

- Accept material only via valid Gate Entry/Challan
- Verify QC and job references before acceptance
- Record item tagging and batch details
- Prevent mismatched stock entries

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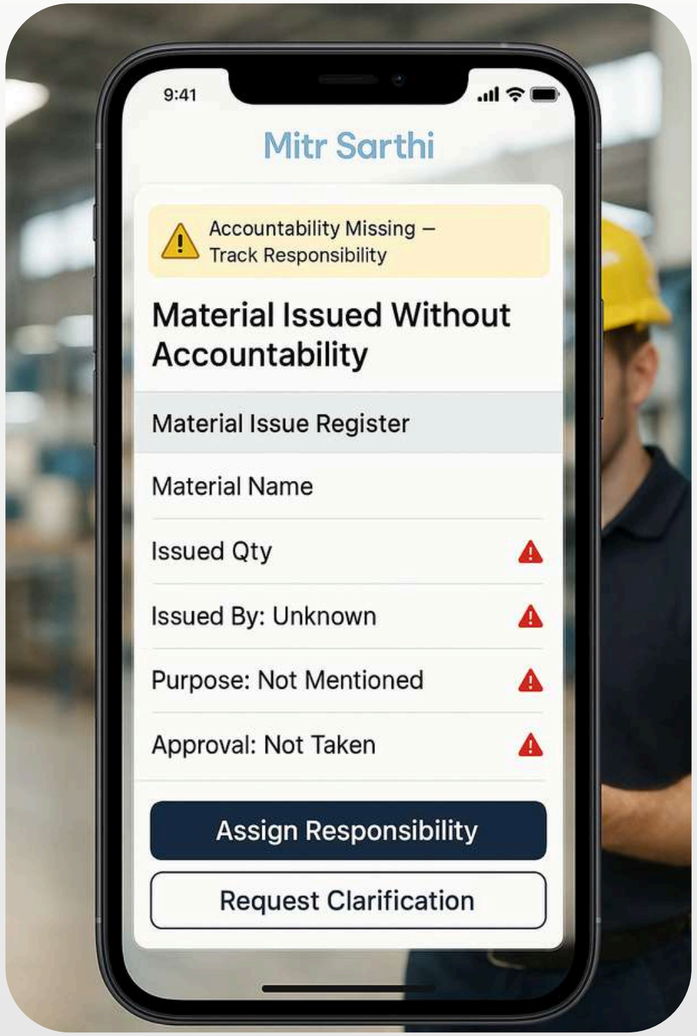
Material Issued Without Accountability



PROBLEM

Materials are issued freely without mapping usage, causing **stock depletion and wastage.**

SOLUTION

- Issue items only against jobcards
- Separate module for maintenance or generic issue
- Track quantity, user, and purpose
- Improve usage insights

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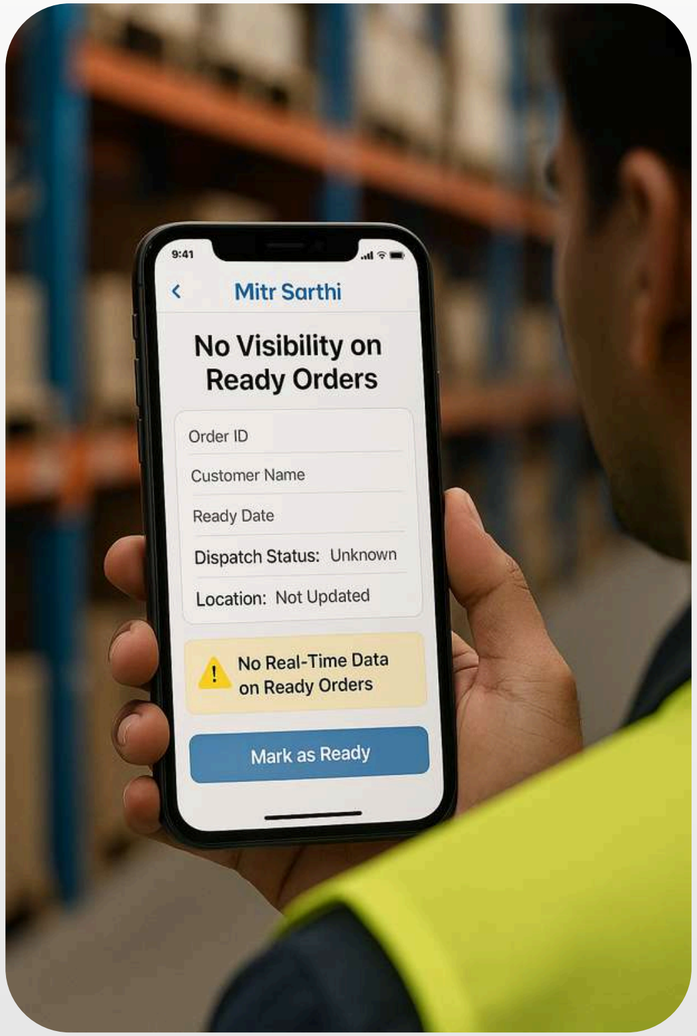
No Visibility on Ready Orders



PROBLEM

Management and dispatch teams **don't know which orders are ready for delivery.**

SOLUTION

- System flags orders ready post-QC
- Auto-alerts for packing, lotting, and dispatch
- Centralized order readiness dashboard
- Reduce dispatch delays

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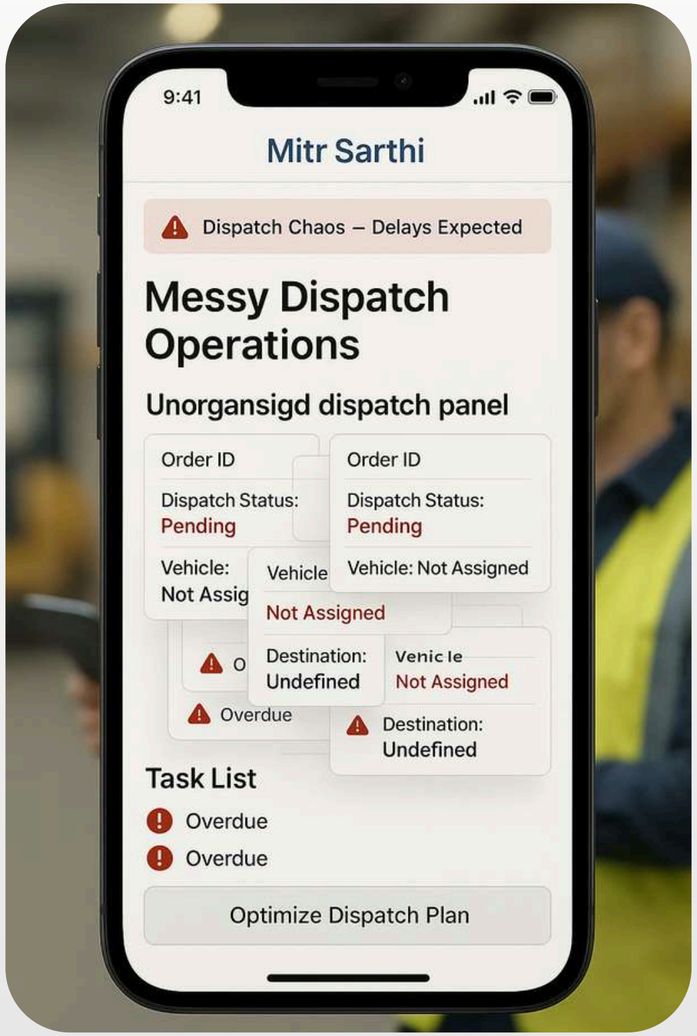
Messy Dispatch Operations



PROBLEM

Packing, batching, and dispatch are managed in silos—causing **duplication** and **shipping errors**.

SOLUTION

- Tag packed items with labels
- Create Lot Orders by grouping items
- Auto-generate dispatch documents
- Real-time shipment tracking

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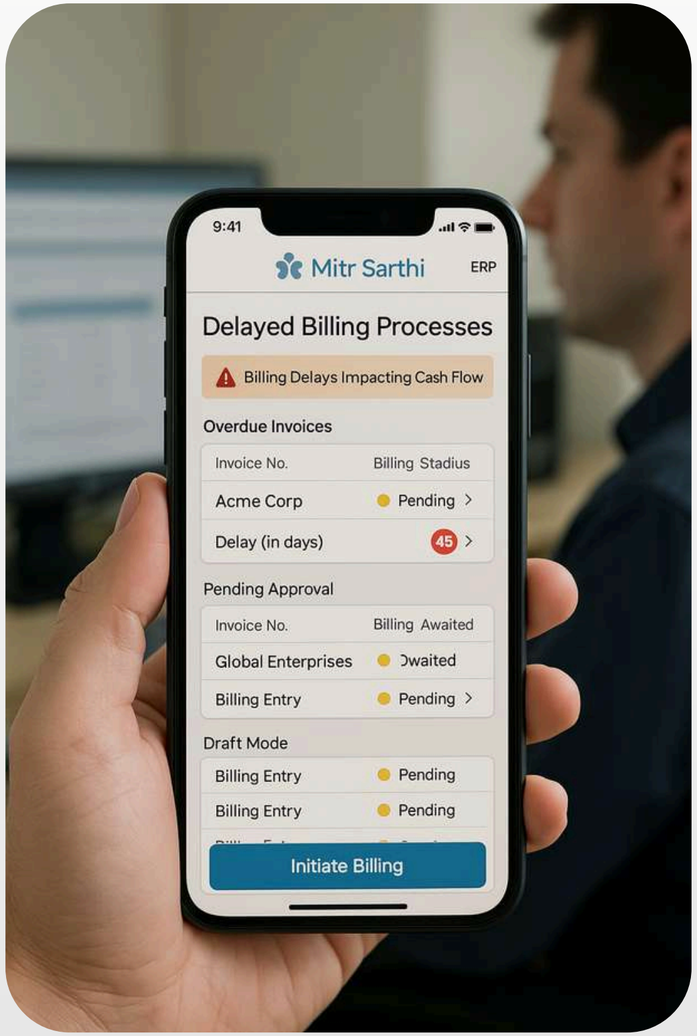
Delayed Billing Processes



PROBLEM

Manual invoicing causes **billing delays**, **errors in taxes**, and **slow payments**.

SOLUTION

- Auto-generate invoices from dispatch info
- Accurate GST and item pricing
- e-Invoicing and e-Way Bill integration
- Accelerate cash flow

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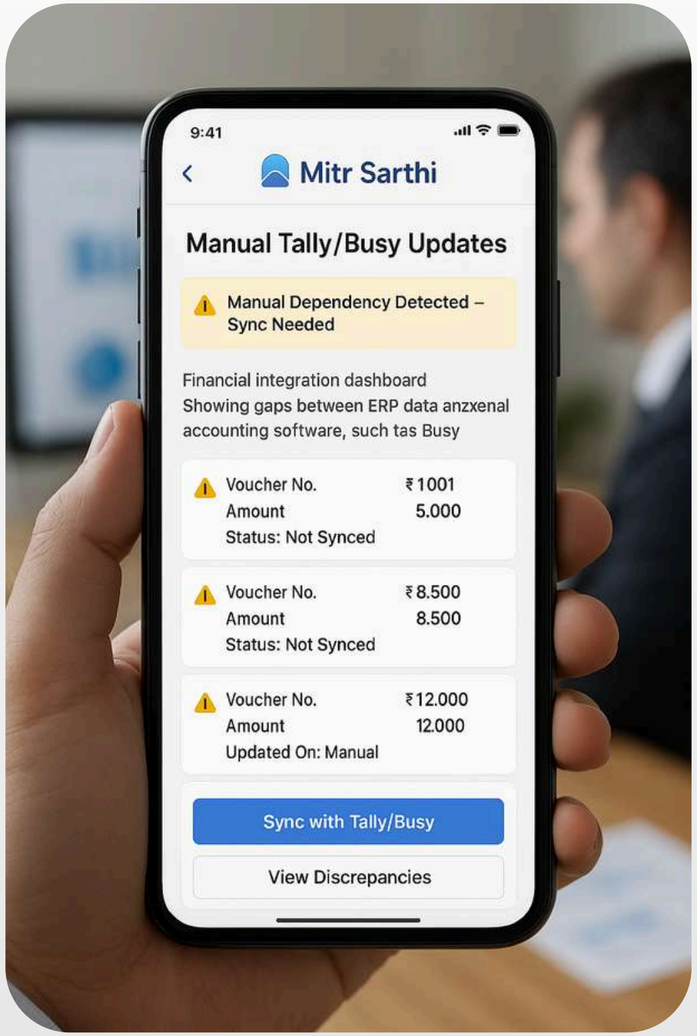
Manual Tally/Busy Updates



PROBLEM

Finance team wastes time **re-entering billing data into Tally/Busy**, leading to potential **mismatches**.

SOLUTION

- Sync invoices, PRs, and debit notes via XML/API
- One-click data push to Tally
- Eliminate duplicate data entry
- Maintain accounting accuracy

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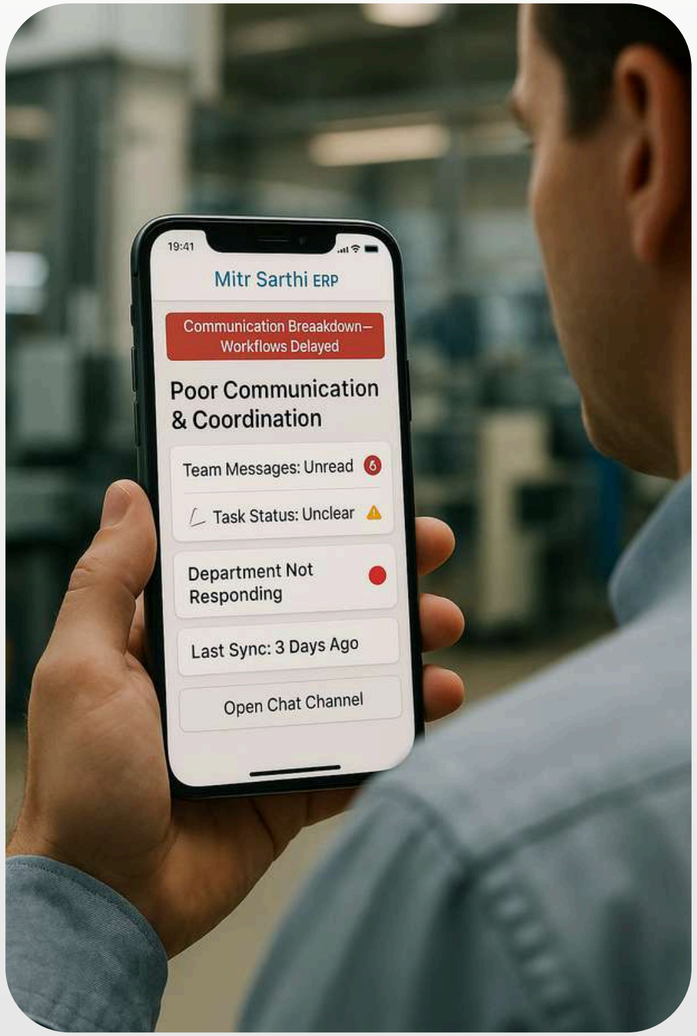
Poor Communication & Coordination



PROBLEM

Approvals and updates are missed, tasks get **delayed**, and **clients remain uninformed**.

SOLUTION

- Send automatic WhatsApp updates to staff & clients
- Assign tasks with deadlines and dependencies
- Live dashboard for tracking task status
- Improve team accountability

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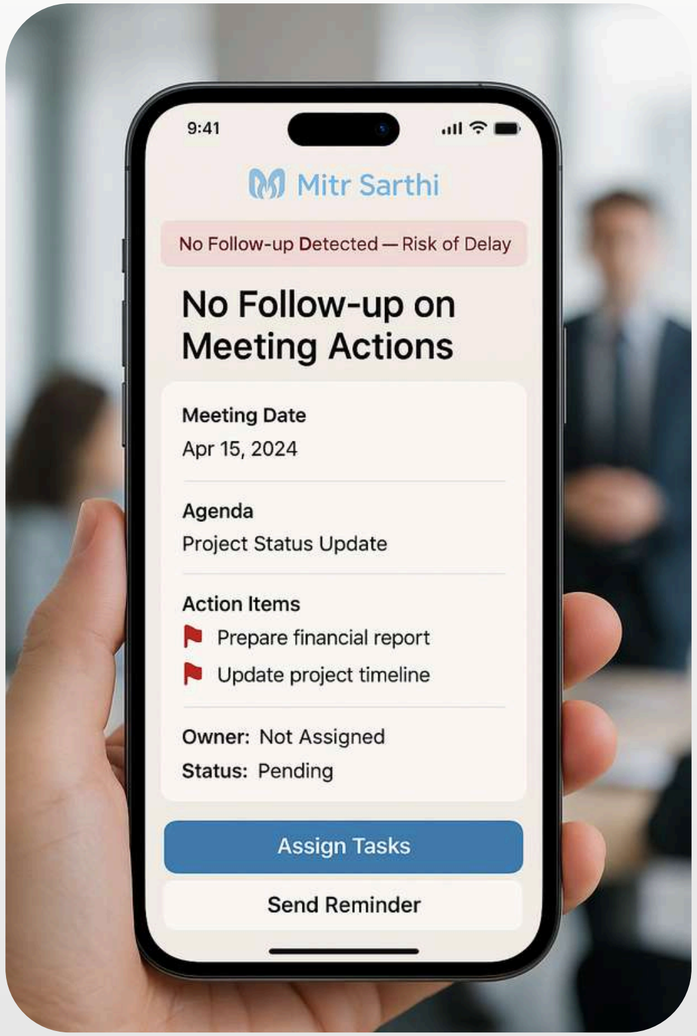
No Follow-up on Meeting Actions



PROBLEM

Decisions from meetings are lost or forgotten, leading to **zero execution**.

SOLUTION

- Record MOM (Minutes of Meeting) inside system
- Assign action items with owners and due dates
- Track closure status of every point
- Turn meetings into actionable results

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Collaboration
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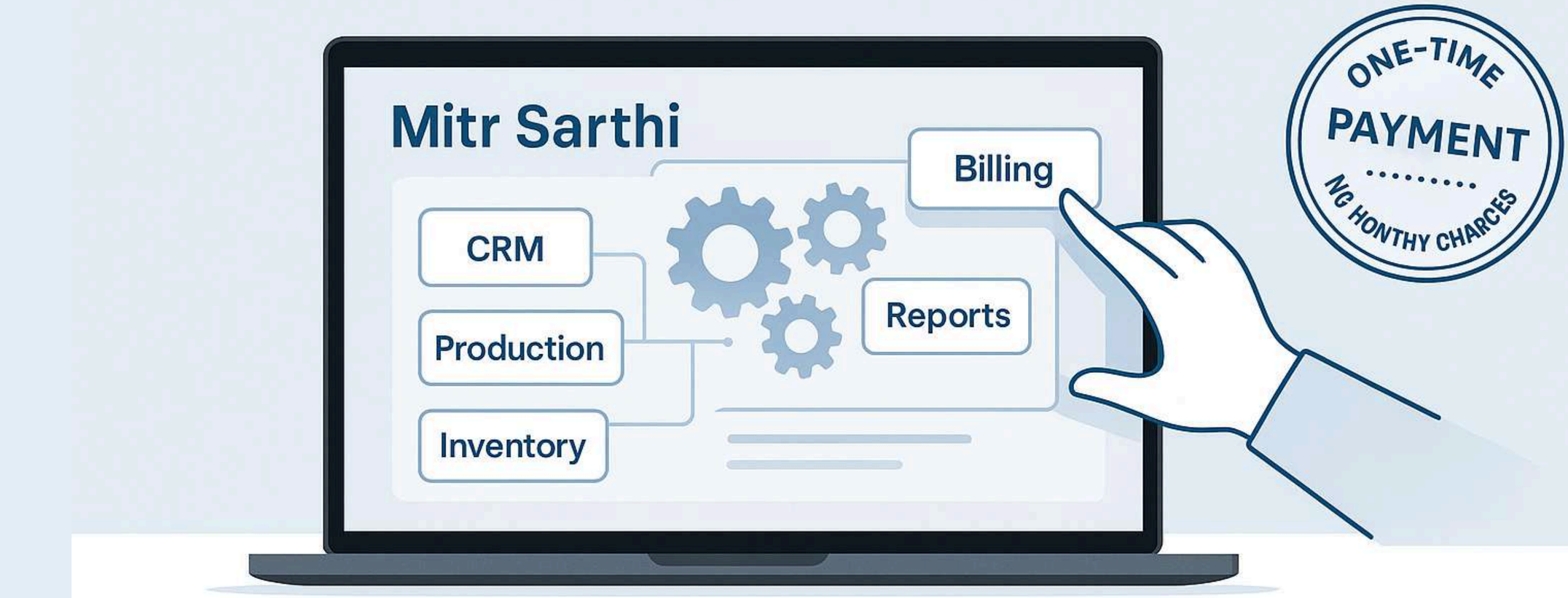
CRM & Leads
Production
Tally Integration
Sales Order
Inventory
WhatsApp
Automation
QC
Billing

Customizable ERP Software for Different Industries



Custom Modules

Industry-Specific Workflows

Fully Configurable

Adapts to your organization

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Thank You for Exploring Mitr Sarthi

Your Complete ERP Solution for Manufacturing

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Let's Get Started